



## SUCCESS STORY

# USAID Projects Collaborate to Achieve Greater Results



*RAF Trainer Mary Miller*



*Jam and Juice Sub-group Identifies Value-Chain Finance Options*

Two USAID regional projects have successfully collaborated to present the first Rural Agricultural Finance (RAF) training in the Central Asian region bringing together financial and agricultural actors to identify and define financing options to promote growth. The RAF training encouraged innovative approaches to constraints inhibiting the flow of finance through rural areas. RAF trainings emanate from USAID's Rural and Agricultural Finance Initiative (RAFI) which, since 2005, promotes merging financial sector and value-chain approaches to mobilize finance by understanding the roles of different value-chain actors and highlighting the current and potential roles that financial institutions play.

USAID's Regional Agricultural Linkages (AgLinks) and Central Asia Microfinance Alliance II (CAMFA II) projects jointly planned, organized and cost shared the RAF training for members of the Kyrgyzstan Association of Fruit and Vegetable Enterprises (AVFE) and nascent Dairy Processors association. CAMFA II and AgLinks identified over 30 private sector workshop participants split between financial and value-chain actors. Workshop break-out sessions covered three sub-groups representing vegetable, dairy and fruit (jams and juice) processors. The workshop was held over 4 days in mid-March 2008 within the Issy-Kul Region of Kyrgyzstan.

The RAF workshop served to lower barriers between agricultural sector actors and financial institutions to jointly identify problems and find potential solutions. Identified new financial products included expanded access to leasing, outgrower and trade credits plus accounts receivable lending. The participants recognized that combined approaches to agricultural risk management yield more sustainable and replicable results than either could independently achieve. CAMFA II and AgLinks are already discussing how best to extend this success in other countries of the region where both projects are active (ex., Tajikistan, Kazakhstan).